

SEPTEMBER 2015 VENDOR MEMO



Kansas WIC Approved Food List 2015-2017

Every two years the Kansas WIC program receives food submissions for consideration of inclusion in the Kansas WIC Approved Food list. The Kansas WIC program provides authorized foods to clients via a retail purchase system using contracted grocery vendors. WIC checks may be used to purchase only the items specified either on the WIC check and/or listed in the approved foods section of the Kansas WIC Program Booklet. Clients are not required to purchase all items on their checks or the full amount of items specified. However, NO foods or container sizes may be substituted for those specified on the checks.

Clients' checks are very specific to what they may buy. The Vendor Program Booklet helps further define what those products may or may not be.

| Brand Specific Foods | Non-brand Specific Foods |
|--------------------------------------|---------------------------|
| Infant Formula | Baby Food |
| Breakfast Cereals | Infant Cereal |
| Juice | Fruits and Vegetables |
| Whole Wheat Breads/Tortillas/Pastas | Corn Tortillas/Brown Rice |
| Soy Beverage | Peanut Butter/Beans/Fish |
| Yogurt | |
| STORE BRANDS: Milk, Eggs, and Cheese | |

The critical piece for the store is to ensure cashiers are looking at the items listed on the check and then using the Vendor Program Booklet to ensure the correct brand is purchased when the item is brand specific.

Please remember....

2% milk is no longer allowed as a standard low-fat option. A client's Quantity Description check must say Reduced Fat 2% milk on the check in order for the client to purchase that milk type.

AUTHORIZED FOOD NO SUBSTITUTIONS

- 2 gallon 2% Reduced Fat Milk
- 1 11.5-12 oz containers Concentrated Juice
- 1 16 to 18 oz jar Peanut Butter



Since March 2015 Kansas WIC allows any type of fresh potato. Whole grains are specific sizes and are listed in the vendor program booklet.

New food booklets and shelf labels are estimated to be shipped to grocery stores during the week of September 14th. Please be sure to have all staff review the major changes on the next page and the new Vendor Program Booklet for the list of approved foods and to use the new labels for your shelves. Stores may order more at: http://www.kansaswic.org/vendors/forms and newsletters.html

There will be a three month overlap for the months of October, November, and December where both food booklets will be in use. On January 1, 2016, the newest food booklet will be the only items authorized and listed in the new October 2015 program booklets.



MAJOR CHANGES

AUTHORIZED FOOD - NO SUBSTITUTIONS

Quantity Description

1 > \$10.00 < tresh/frozen/canned fro ts and/or vegetables

1) FRUIT/VEGETABLE CHECKS (FVCs)



♦ Changed from fresh/frozen/canned to 'fresh only' AUTHORIZED FOOD - NO SUBSTITUTIONS

4T-2

uantity Description

4 dollars Fresh Only Fruit and/or Vegetables

Limited BF or PP (PB)

 Minimum stock requirements are 2 varieties Fresh Fruits and 2 varieties Fresh Vegetables

FVCs will be for "fresh" only fruits and/or vegetables. There will be an overlap of checks from October 1, 2015 through December 31, 2015 and some clients will have FVCs that do not say "FRESH ONLY" but say "Fresh/Frozen/Canned." Both types of checks are to be allowed during the three month over ap.

2) WHOLE GRAINS (see booklet for approved brands)

- ♦ Added whole wheat pasta in the 16 oz. size containers
- ♦ Brand and 16 oz. size specific
- No minimum stock requirements for pasta



Whole grain options are: 100% Whole Wheat Bread/Buns/Rolls; Brown Rice, Tortillas (Whole Wheat and Corn) and now Pasta.

3) YOGURT (see booklet for approved brands)

Added whole, low-fat, non-fat yogurt in original/plain, vanilla, and strawberry flavors in oz. size containers

No minimum stock requirements

Starting with checks issued on October 1, 2015, clients may have yogurt on their checks. Checks issued prior to October will not have the yogurt option. It will be important for cashiers to look at the check because it will say what fat content the client is allowed to purchase, e.g. whole or low-fat/non-fat.

Please remind cashiers there are no substitutions.

 Canned Beans—back by popular demand the list of beans that are allowed will now be in the program booklet.

MINOR CHANGES

The list includes; Black Beans, Black-Eyed Peas, Fat-Free Refried Beans, Garbanzo Beans, Chickpeas, Great Northern Beans, Kidney Beans, Lentils, Lima Beans, Butter Beans, Navy Beans, Pinto Beans, and Split Peas.

- Tofu has been added to the booklet. In the past, stickers were used but currently there are approximately 5,000 clients who have this option on their checks.
- Baby food is now brand specific.

No Changes

No requirement changes were made to the categories of: Milk, Eggs, & Cheese; Peanut Butter; Fish; Baby Food; Soy Beverages; Cereal; Dried Beans/Peas; and Juice.

New products were added and some were removed in the baby foods, juices, cereals, and soy beverages.

Annual Training Quizzes

Most stores did very well on the quiz. Below are the correct responses.

- 1. WIC is a Special Supplemental Nutrition Program the provides: A. Nutritious Supplemental Foods, B. Referrals to other health services and/or C. One-to-one counseling (**All three options are correct**.)
- 2. Once a WIC check has been deposited, the bank of first deposit (your bank) credits your account according to the normal bank procedures and established edits. In which cases of failed edits (rejected check) could the store submit a "Request for Reimbursement?": A. Missing/Illegible Vendor Stamp, B. Cashier took check prior to First Date of Use, and/or C. Encoding Error (A & C are correct.)
- 3. WIC customers may participate in the following promotions: A. Buy-one, Get-one Free, B. Free diapers with every purchase of 10 cans of formula, and/or C. \$5 free produce when you use your WIC Fruits and Vegetable Check at our store (A & B are correct.) Clarification: WIC customers may participate in such a give away. What stores can not do is offer the free diapers to only WIC clients in an attempt to get WIC clients to shop at that store. As long as it's a promotion offered to all store clients, then WIC customers may also participate in this type of a give away.
- 4. A store should contact their Local Agency if a client attempts: A. To purchase unauthorized foods, B. To use a check that is expired or altered, and/or C. To exchange an outdated product they purchased the day before. (A & B are correct.) Clarification: If a client is attempting to pick up the wrong product at your store, they will try again at another store and that is not appropriate behavior. Of course if a client comes back with a receipt and shows they bought an outdated product the day before, simply exchange it.
- 5. A store should include the following information for a complaint made about a client's behavior in the store: A. Client's name, B. Date and time,, C. A copy of the check and/or D. Details such as the physical description of the client and what was said. (All four responses are correct.) Clarification: The more information the store can provide the clinic staff the better they can address the issue.
- 6. A store can receive sanctions for the following 'unauthorized' practices: A. Failure to submit a Quarterly Price Assessment by the date indicated, B. Cashier issued a rain check for the Kraft cheese special, and/or C. Purchasing infant formula from a discount wholesale supplier (**All three responses are correct.**)
- 7. Circle the allowable WIC food items: Chocolate Milk; **100% Whole Wheat Dinner Rolls**: Minute Maid 64 oz. refrigerated orange juice; Organic Peanut Butter in a 16.5 oz. jar; **El Presidente Tortillas**; Quaker **Instant Oatmeal 18 oz. container**; Garlic; or **Lactose Free Milk**
- 8. The vender fills the prescription (items listed on the client's check) by ensuring that the client receives what is prescribed on the check. $\underline{\underline{T}}$
- 9. A WIC check has Canned Beans listed as the product authorized for purchase, the client may choose to get dried beans instead. T
- 10. Deposit all properly redeemed WIC checks prior to the "Vendor must Deposit by Date" printed on the face of the check.

 T

 F
- 11. The WIC Program Booklet should be used as a training tool in new employee training sessions or refresher sessions for existing cashiers. \underline{T}
- 12. If a WIC customer attempts to purchase food items not listed on their WIC check, you should accept the check to keep the customer satisfied.
- 14. WIC clients may purchase a sack of potatoes with their FVC.
- 15. WIC clients are strongly encouraged to use coupons, store specials and loyalty cards to purchase WIC foods. au

Please remember that the Kansas WIC program keeps all training materials on-line to ensure consistent information is provided to all stores: http://www.kansaswic.org/vendors/vendor-training.html

State of Kansas
DEPARTMENT OF HEALTH AND ENVIRONMENT
Nutrition and WIC Services
1000 SW Jackson, Suite 220
Topeka, KS 66612-1274
264-19

Quarterly Price Assessments (QPAs)

The Kansas WIC program uses Peer Groups and Quarterly Price Assessments (QPAs) to set a "Not to Exceed Amount" per authorized food item.

Each store is placed in a Peer Group that has similar geographical population numbers, store square footage, total gross sales, number of cash registers, how many owners are included in the store, and how many stores are included in the ownership.

The Quarterly Price Assessments are used to capture current retail shelf prices from all stores in each Peer Group. The state uses the QPA prices to calculate an average cost of each item for every store in that one peer group. It is very important that stores do not use sale prices when submitting QPAs. When stores submit a 'sale' or 'promotion' price, instead of their retail shelf price, they set the average lower than it really is because the price is used in setting the average "Not to Exceed Amount." Please remember we keep pricing on line for you to view at any time! All you need is your Vendor ID (You'll only need the first four digits found on the check stamp.) http://www.kansaswic.org/vendors/check_processing_food_pricing_info.html

If an item on the QPA is not the correct size or UPC, then please draw a line through the incorrect information and write in the correct information.

The QPAs are due quarterly, typically middle of the month (Jan, Apr, Jul, Oct). Completing the information is a requirement of your store's WIC contract. Failure to complete the requested information will result in sanction points and possible removal from the WIC program.

Did you know you can now fill your QPA out electronically, all you need is an email address. Please contact Janna Gunckle to learn more!



Janna Gunckle (785)296-1325 E-mail: jgunckle@kdheks.gov

Our Mission:

To protect and improve the health and environment of all Kansans.

Valerie Merrow (785)296-0092 E-mail: vmerrow@kdheks.gov